



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EN-1204**

### **Citrus Heights, California**

Consider the affordable housing, excellent schools, strong economic base and being just mere hours from the fun and excitement of the Bay Area and the beauty and perennial recreational activities of Lake Tahoe, the lifestyle and income just can't be beat in this greater Sacramento community.

The Doctor averages 14 patients w/ 8 Hygiene patients per day offering 4 days of hygiene/week and welcomes approximately 15-20 new patients per month, based on stellar reputation and word-of-mouth referrals: the best kind of marketing!

Conveniently located in a highly visible, easily accessible, attractive, well-maintained, single-story Professional building w/ close proximity to a busy, popular Supermarket/Retail Shopping Center, this spacious, like-new office occupies approximately 2,072 square feet and consists of 5 fully equipped OPs with impressive top-of-the-line, state-of-the-art technology, Reception Area, Doctor's Office, Business Office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$800,000***

*For further details or on-site visit, please contact:*

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**800.641.4179**

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

**We look forward to serving you**

# EN-1204

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$800,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	7 - 1		
Doctor's Hours		8 - 5	8 - 5	8 - 5	7 - 1		
Hygienist Hours		8 - 5	8 - 5	8 - 5	7 - 1		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Relocation</b>		
Years established:	~ 13 yrs		Days worked in 2019:		~ 200 days		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Month-to-Month</b>			Expiration date:	<b>2020</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,765.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ <b>2,072 sq ft</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>5</b>		Plumbed for additional OPs?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story building with mixed tenants, with close proximity to busy, popular Retail Shopping businesses on major thoroughfare, excellent visibility due to street-level signage</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>8.31</b>	Diagnostic	<b>10.38</b>	Adjunctive	<b>3.12</b>	Dentures	<b>2.77</b>
Restorative/Crown/Bridge	<b>37.34</b>	Endo	<b>2.75</b>	Ortho/TMJ	<b>1.50</b>	Perio	<b>4.25</b>
Oral Surgery	<b>6.41</b>	Implant	<b>20.17</b>	Crown/Bridge		Other	<b>3.15</b>

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

**Doctor performs all procedures in-office with no specialties are referred out**

Type of patients as a percentage of Collections:

Private Pay **40.64** Insurance/PPO **55.72** Denti-Cal **0** Capitation (HMO) **0** Other **0**

Are you a **Delta Provider**? **Premier Only** **Y** Premier + PPO         

**\*Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier**

Estimated Number of Active Patient Files: **Number to be defined by Buyer's Due Diligence Process\***

**\*SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **~ 15 - 20**

Average number of patients per day? Per-Doctor: **~ 14** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

Average age of patients: **Mid to Mature Family Range: ~ 50 yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Solution Reach computer tracking**

Number of recalls per month? **~ 120+**

What types of Practice Promotions? **Google & Internal Marketing: word-of-mouth referrals**

Phone Book Advertising? \* **No** \* *Phone book advertising contracts will be the responsibility of buyer after transition.*

## EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements:

**Improvements approximately 6 yrs, when practice relocated to current Building**

Average age of Equipment: ~ 10 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right/Left/Convertible**

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? **\$1,500/bi-weekly**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

### PRACTICE FINANCIAL PROFILE

#### Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 1,165,562 2018 \$ 1,083,839 2017 \$ 1,121,024

**\*Collection amounts are approximate and should be verified by Buyer**

Is pegboard or computer? **Computer** What type of computer? **Windows Op Sys**

What software? **Dentrix** Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

**NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.**

**WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.**